



★ **REALTOR of the Year Presentation** ★

CE with Tim Reed: 2 CE hours in **Procuring Cause**

Date: **Tuesday, September 10, 2019**

Time: **11:00 a.m.** CST (please note time change)

Place: Portofino Grill in La Porte

Cost: \$12 with reservations/\$14 for walk-ins

Program: CE with Instructor Tim Reed. **New Course: Procuring Cause**—2 CE hours for all Indiana Brokers. This course is also approved for Managing Brokers!

This course is free of charge for all LPCAR members as part of your member benefits. \$15 for non-members—please pay at door.

Please register online for “Lunch & CE” or “CE only” at:

<https://www.laportecountyrealtors.com/september-meetings>
(registration is required for CE in order to receive credit)



For reservations: Please contact the board office at 219-324-8120 or via email at lpicar@frontier.com

When making reservations please indicate the following:

1. Lunch and CE
2. CE Only
3. Lunch Only

Reservation Policy: We strongly suggest making advance reservations. Any reservation made and not cancelled at least 2 hours prior to the event will be charged for the cost. Thank you for your cooperation.

Letter from Board President



Now is the time of year when the evenings are cool, mornings are crisp, and the days are still warm. All this means that summer is ending, Fall is coming.

Thank you to all that attended our special presentation at the Blue Chip Casino where IAR President Brian Thompson and NAR Chief Economist Lawrence Yun provided a wonderful presentation on the real estate industry and the economy.

Instructor Tim Reed will be at our membership meeting September 10th at Portofino's for a two-hour CE class on procuring cause. PLEASE make note the time change for the beginning of the meeting is 11:00 am, earlier than the usual start time. We

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Membership Update

The following have applied for membership in our association:

Marius Kasniunas ~ Century 21 Affiliated Michigan City

If you have any questions or comments please contact the board office at 219-324-8120.

SEPTEMBER
IS
REALTOR®
SAFETY MONTH

Economic Development Update with Mayor Ron Meer and Clarence Hulse from EDCMC—September 17, 2019

Date: Tuesday, September 17, 2019

Place: Pottawattomie Country Club, Michigan City

Cost: \$20 for lunch

Time: 11:30 a.m. (CST)

Program: Economic Development Update - please join us as we hear about the latest in Michigan City.



Reservations: Please contact the board office no later than **Friday, September 13, 2019** at 219-324-9120. You may also register online at:

<https://www.laportecountyrealtors.com/september-meetings>

Please mark your calendar to attend this meeting. Be informed about your community and any developments that will help our industry.

On Friday, **September 27** and Saturday, **September 28**, community members and partners will join together in historic downtown La Porte to dedicate two days of caring for their city and spend time with one another through the first-ever, La Porte Togetherhood® Project.

The **Togetherhood® Project** is a YMCA, member-led, volunteer service program that is part of a larger YMCA of the USA sanctioned social responsibility initiative and is run locally by a committee made up of La Porte County Family YMCA, La Porte Economic Advancement Partnership (LEAP), United Way of La Porte County and numerous other community partners working as volunteers.

Friday, Sept. 27 will also be United Way of La Porte County's designated Day of Caring in La Porte. To learn more or volunteer as an individual or team, contact Kyleigh Kubik at 219.325.9622 or email kkubik@lpymca.org or follow the event on Facebook.

LEARN MORE >> <http://bit.ly/2Zdgzz1>

VOLUNTEER >> <http://bit.ly/30iS29c>



REALTOR® Safety Tips

We continue with more safety tips to help keep agents safe during their everyday business:

Tip #29: Nothing Personal.... When talking to clients and prospects, be friendly but still keep your personal information private. This means avoiding mention of where you live, your after-work or vacation plans, and similar details.

Tip #30: Take two seconds as you walk towards your destination to check out potential risks. Are people coming and going or is the area unusually quiet? Do you observe any obstacles or hiding places in the parking lot or along the street? Is anyone loitering in the area?

Tip #31: Be careful with keys Don't hand out house keys to friends, even if they are trustworthy. Know the location of all your house keys all the time. Never use hide-a-keys or leave the key under the doormat, above the door, in a flowerpot, or anywhere outside the house. You may think you're being clever, but experienced thieves know all the tricks. Also, keep your car keys and house keys on a different ring if you ever use valet parking or leave your keys with parking lot attendants or even at a repair garage.

Tip #32: From dawn till dusk When showing a vacant commercial site, be aware of the time of day you meet a client. Showing a property at dusk or after dark, with no electricity on in the space you are showing, is not advisable.

Stay tuned for more tips in next month's newsletter!

Letter from the Board President *(continued)*

(Continued from page 1)

will also be announcing LPCAR's REALTOR of the Year, so if you want to find out who it is in person, you'd better get your reservation in as soon as it opens. Remember if you want to attend the meeting and not have lunch you are more than welcome to do so.

While you are marking your calendars for that, be sure that you are also saving the following **Tuesday September 17th** for a luncheon at Pottawatomie County Club where Mayor Ron Meer and Clarence Hulse of Michigan City Economic Development Corporation will be giving us an update on what and where things are happening in Michigan City.

Keep that calendar out, turn it to October. Mark **Saturday October 19th** for LPCAR's build day with Habitat of Humanity this year in Michigan City. This is a great time to get together to build a better community. If you could spare a couple of hours or more join us. Show them that REALTORS care about the community! Volunteer sign up forms and waivers will be posted on our website this month!

September is REALTOR Safety Month! Make sure your office has a safety plan in place to keep you and your clients safe!

Robin Umphrey,
2019 Board President

4 Tips to Keep You Safe During REALTOR® Safety Month (and Beyond!)

When you're at the office, use a visitor log book and have each potential client fill out a customer identification form. Remember to also check their photo ID.

Keep your business separate from your personal life online. Set up separate personal and business accounts on Facebook, Twitter or any social media sites. This will help protect your personal photos, posts, and other information from access by people you don't know.

When showing a property, leave the front door unlocked for a quick exit while you and the client are inside. And, as you view each room, let the client enter first.

Be aware of and use the 10 second rule. Take 10 seconds as you arrive at each of your destinations to evaluate your surroundings and check for anything out of the ordinary.



Real Estate

AGENT SAFETY

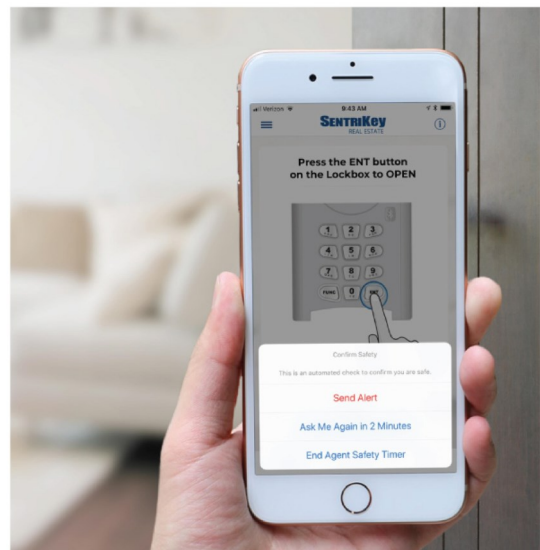
SENTRILOCK HELPS YOU GET HOME SAFELY

The SentiKey™ Real Estate app gives REALTORS® an innovative way to make your home showings safer and more secure. The Agent Safety feature automatically and discreetly alerts your designated emergency contact when you do not feel safe or cannot confirm you are safe.

Enable Agent Safety Today

Agent Safety is a feature included in the SentiKey Real Estate app. To enable the feature, follow these simple steps:

- 1 Open the SentiKey Real Estate app
- 2 At the top left, tap the menu > My Settings > Agent Safety > Enable Agent Safety
- 3 Accept the Release Agreement
- 4 Enter your four-digit PIN or use Touch ID or Face ID to confirm identity
- 5 To allow access to your contacts, tap + (next to Safety Notification Contacts) and select OK
- 6 Select at least one contact from the list
- 7 Tap Continue to cycle through confirmations



For more information, visit our website at Sentriloock.com or contact our Customer Support Team at 513-618-5800.

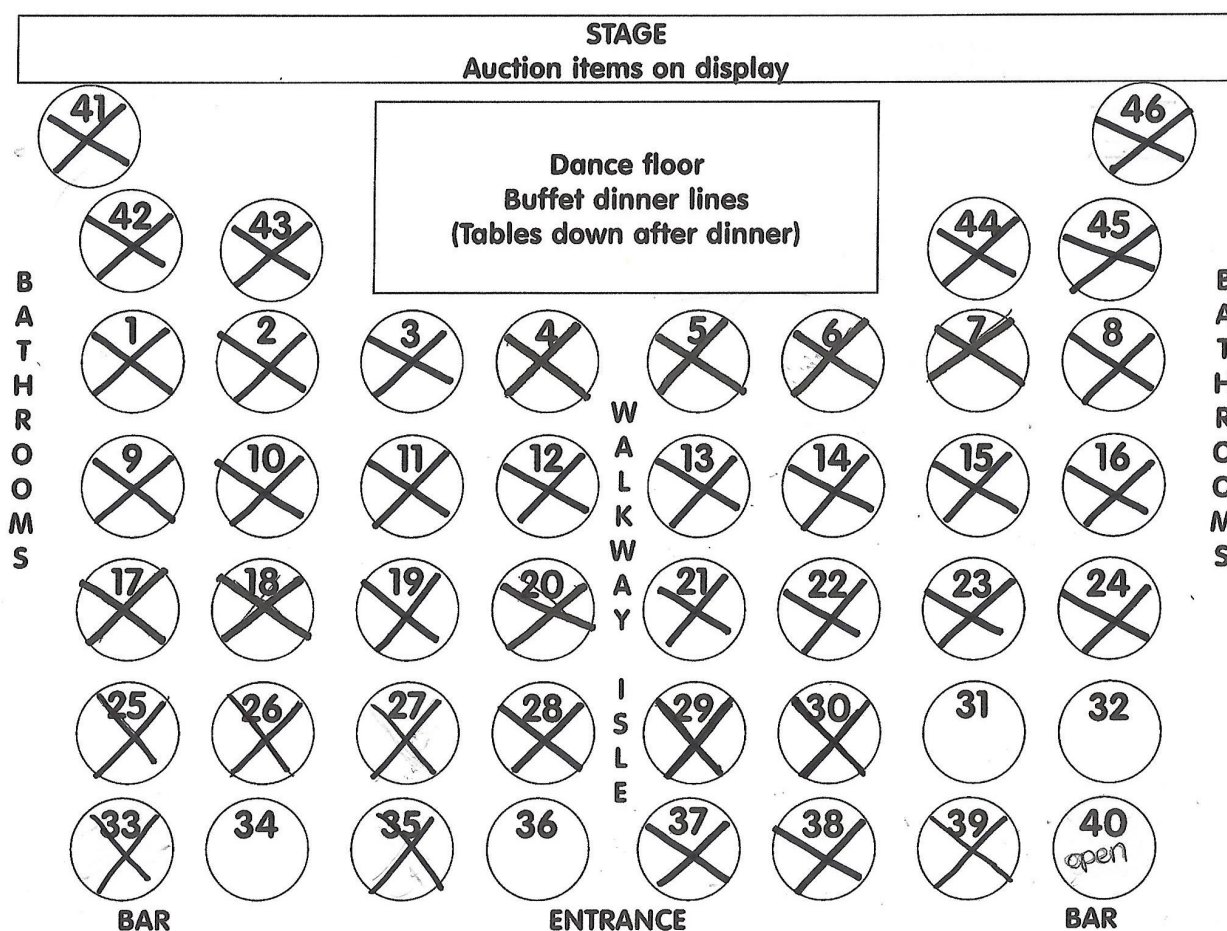
SL0002 May 2019



Charity Auction Dinner Ticket and Table Reservation Information

The Deserving Children Charity Auction will take place on **Friday, November 8, 2019** at the Orak in Michigan City. Dinner and Table Reservations are currently on sale! Tickets are \$50 per person/\$400 per table. . (tables marked with an "X" have already been reserved).

**To reserve a table or purchase dinner tickets, please contact
Karole Myres at 219-363-8677.**



Habitat for Humanity LPCAR Build Day—October 19, 2019



Laporte County
**Habitat
for Humanity®**

Please mark your calendars for our LPCAR Habitat for Humanity Build day on Saturday, **October 19, 2019**. This year's

build will take place in Michigan City. Volunteers are needed to help with construction on this day—both skilled and unskilled. Last year we had a wonderful turnout and hope to see many of you again this year.

Help to create the American Dream of Homeownership for a family this year!

Volunteer sign up form will be posted on our website mid September!

Get ready to help build a new home!

Did you know about Homesnap Pro's Safety Timer?

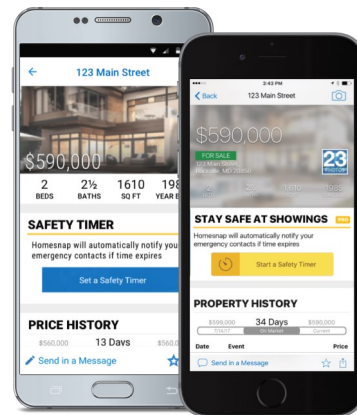
Homesnap designed this easy-to-use feature specifically with agent safety in mind. Simply add your emergency contacts and set a timer for a specific length of time when you get to a showing. If you don't stop the timer before it goes off, your emergency contacts will get an alert. Or, simply stop the timer once you've left the property.

Open Homesnap: When you are within 2000 feet, view any property in Homesnap to set a Safety Timer.

Set Duration and Contacts: Tell Homesnap how long you expect to be at the location and select your emergency contacts.

Show The Listing: You can stop the timer or add time as you go. If the timer expires, a text message will be sent to your emergency contacts.

Issue an Instant Distress Alert: In case of distress, send a text message to your emergency contacts in one tap.



It's always good to let people know where you're headed, and this safety feature in the Homesnap Pro app lets you quickly and discreetly do that.

Deserving Children Fundraiser Opportunity!

Why did they hire me? Making Moments Matter!

You are invited to a Coaching Un-Workshop. Our time together will be live coaching with self-discovery, action steps, and tangible results.

Gain more success and reduce stress by shaping your real estate transactions differently.

When: Tuesday Sept 24th

Where: Coolspring Branch Library, Michigan City

Time: 10 am to 1 PM - Lunch will be provided.

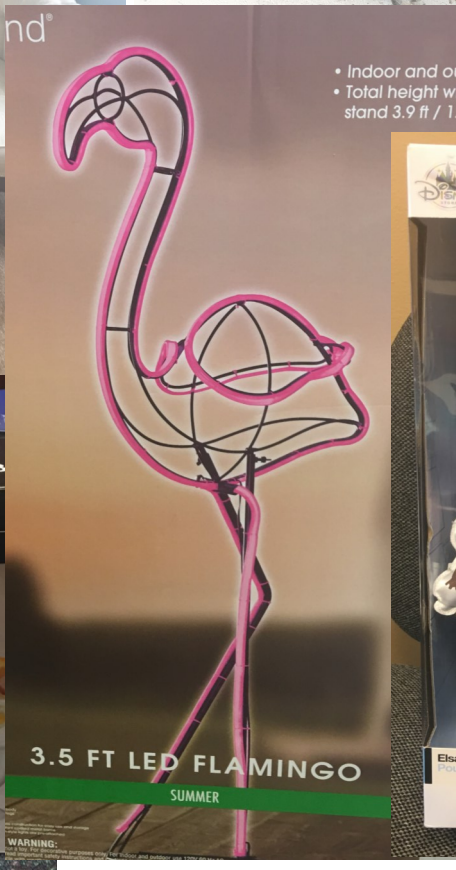
Cost: \$49 with \$25 of that donated back to LPCAR Deserving Children

Hosted by: Theresa Prim - Professionally Trained Life Coach



For more details email Theresa@TheresaPrim.com or call or text 219-575-0181

Charity Auction Sneak Peak



The REALTOR® Party works hand-in-hand with the REALTORS® Political Action Committee (RPAC); however, RPAC is a voluntary program and provides the “hard” dollars the association uses to make direct contributions to national, state and local candidates. This partnership is what makes us a force to be reckoned with at the local, state and national levels.



Let your voice be heard and make your 2019 RPAC contribution today! Visit: <https://www.laportecountyrealtors.com/advocacy> for more information or to make your online contribution.



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mobile text alerts



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Visit us on the web at
www.laportecountyrealtors.com

September 2019

REALTOR Safety Month

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2 Labor Day- Office Closed	3 Board of Direc- tor Meeting at 11:30 a.m. at Board Office	4	5	6	7
8	9	10 General Membership Meeting @ 11:00 a.m at Portofinos. REALTOR of the Year & CE	11	12	13	14
15	19	17	18	19	20	21
				Board Office Closed 9/19-9/24, 2019		
22	23	24	25	26	27	28
	Board Office Closed 9/19-9/24, 2019				Project Togetherhood— Downtown La Porte! Sign up Now	
29	30	<div><div></div><div><div>SEPTEMBER IS REALTOR® SAFETY MONTH</div><div>Stay safe on the job. Develop a safety protocol you use with every client, every time.</div><div>Visit www.NAR.realtor/Safety</div></div><div></div></div>				